

## Message Text

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43

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 COME-00 AGR-05 TRSE-00 INR-05

RSC-01 /029 W

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R 231308Z DEC 74

FM AMEMBASSY DAMASCUS

TO SECSTATE WASHDC 2234

INFO AMEMBASSY BEIRUT

LIMITED OFFICIAL USE DAMASCUS 3044

DEPT FOR NEA/ARN

DEPT PASS AGRICULTURE

BEIRUT FOR AGATT PITCHER

EO 11652: N/A

TAGS: BEXP, BAGR, SY

SUBJECT: SYRIAN SOYBEAN CONTRACT SIGNED WITH INTERNATIONAL  
PROTEIN CORP (IPC)

REF: A. DAMASCUS 3030; B. BEIRUT 15222

1. PER REF A, ECONOFF MADE REPRESENTATION TO DR. AMIN TAFRAN,  
DIRGEN., FEEDS AND FODDER DEPT, SYRIAN MINISTRY OF AGRICULTURE,  
ON SATURDAY, DECEMBER 21 ON BEHALF IPC EFFORT TO WIN \$2.65  
MILLION SOYBEAN CONTRACT. TAFRAN RESPONDED FAVORABLY; SAID HIS  
OFFICE THEN RUSHING TO PREPARE L/C FOR IPC AND THAT IPC BEIRUT  
REP DAMMOUS IN DAMASCUS AND ABOUT TO MEET WITH TAFRAN TO WORK  
OUT FINAL CONTRACT DETAILS.

2. IN SERIES OF PHONE CALLS SUNDAY, DEC 22, TAFRAN AND DAMMOUS  
INFORMED ECONOFF THAT CONTRACT WITH IPC SIGNED 0400 LOCAL DEC  
22 AND LATER SAME DAY BRANCH NO. 6 OF COMMERCIAL BANK OF SYRIA  
(CBS) HAD CABLED L/C FOR \$2.65 MILLION IN FAVOR OF IPC  
TO CHASE MANHATTAN BANK, NEW YORK.

3. ACTION REQUESTED BY AGRICULTURE OR NEA/ARN: PLEASE CALL  
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IPC, GREGORY HOLT (201/227-2710 OR 212/267-0077) AND

INFORM HIM OF:

A. CONTRACT SIGNATURE;

B. OPENING OF L/C FOR \$2.65 MILLION BY SARG GOVERNMENT  
AGENCY (TAFRAN'S DEPARTMENT);

C. SYRIAN DESIRE THAT IPC MAKE BEST EFFORT POSSIBLE TO  
HOLD TO AND SPEED UP IF POSSIBLE DELIVERY SCHEDULE PER  
CONTRACT;

D. DAMMOUS CABLING IPC OTHER PARTICULARS CONCERNING  
LENGTHY CONTRACT NEGOTIATIONS.

4. COMMENT: ACCORDING TAFRAN AND DAMMOUS, THIS IS FIRST SUCH  
LARGE CONTRACT WITH AMERICAN COMMODITY SUPPLIER BY SYRIA  
IN MANY YEARS. EMBASSY REPRESENTATIONS TO TAFRAN RE SOUND-  
NESS OF IPC FIRM AND FACT THAT NO RPT NO USG PRIOR APPROVAL  
NEEDED FOR THIS 10,000 M.T. CONTRACT (STATE 275100) HAD POSITIVE  
INFLUENCE ON DECISION TO SIGN CONTRACT WITH THIS AMERICAN  
FIRM. STATE AND AGRICULTURE SHOULD IMPRESS ON IPC THAT IT HAS  
BROKEN NEW ROUND IN SYRIA FOR US COMMODITY FIRMS AND THERE-  
FORE WILL BE WATCHED CLOSELY FOR GOOD PERFORMANCE. SATISFIED  
SYRIAN CUSTOMERS ON THIS DEAL WE KNOW WILL LEAD TO GOOD  
FUTURE BUSINESS FOR IPC AND OTHER US AGRICULTURAL COMMODITY  
FIRMS AND WILL PUT INTO PRACTICE EMPHASIS THAT SECRETARY BUTZ  
PUT ON RELIABILITY OF US FIRMS DURING HIS VISIT TO DAMASCUS  
LAST MONTH.

5. FYI: ALL OF ABOVE OF COURSE MEANS LET'S DO A GOOD JOB  
ON THIS CONTRACT AND FUTURE BUSINESS WILL BE ENGENDERED.  
WHILE WE ARE UNAWARE OF DETAILS, WE SUSPECT DAMMOUS MAY HAVE  
HAD TO ROUND A FEW CORNERS ON THIS CONTRACT IN ORDER TO GET  
HIS AND IPC'S FOOT IN DOOR IN IMPORTANT SYRIAN MARKET. WE  
HOPE IPC WON'T HAVE ANY DIFFICULTIES WITH FINAL  
CONTRACT PARTICULARLY SINCE SYRIANS HAVE ACTED IN GOOD FAITH  
BY OPENING L/C AS REQUESTED BY IPC. MANY THANKS TO ALL FOR  
RAPID ASSISTANCE AND REPLIES ON THIS SUCCESSFUL EFFORT.  
MURPHY

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## Message Attributes

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**TAGS:** BEXP, EAGR, SY, INTERNATIONAL PROTEIN CORP  
**To:** STATE  
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